

Message Text

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PAGE 01 VIENNA 03237 101626Z

67

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 COME-00 OPIC-12 RSC-01 DRC-01

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R 101544Z APR 74

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 2435

LIMITED OFFICIAL USE VIENNA 3237

E. O. 11652: N/A

TAGS: ENRG, OPEC, AU, BEXP

SUBJECT: OPEC: OPPORTUNITIES FOR U.S. CONSULTING FIRMS

REFS: (A) STATE 69032; (B) STATE 71710

1. PRIOR RECEIPT REFTEL (B), EMBOFF ON BASIS REF (A) MADE LOW KEY APPROACH TO DR. HASSANAIN, HEAD, OPEC ECONOMICS DEPT., TO SOUND HIM OUT ON USEFULNESS OF AN EVENTUAL VISIT BY MESSRS. BAKER AND GUTTMAN. HASSANAIN, WHO SUGGESTED EMBASSY SEND LETTER TO SECGEN KHENE ON SUBJECT, WARNED THAT APPOINTMENTS WITH OUTSIDE VISITORS ARE ALWAYS LIABLE TO SUDDEN POSTPONEMENT OR CANCELLATION DUE UNFORSEEN DEMANDS ON SECRETARIAT STAFF OR CHANGES IN MEETING DATES OF OPEC CONFERENCES, WORKING PARTIES, ETC. HE SAID ALSO THAT OPEC HAS ALREADY INVITED AND RECEIVED OFFERS FROM FOREIGN CONSULTANTS FOR FOUR STUDIES (TWO MAJOR AND TWO MINOR) AND HE KNOW OF NO FURTHER STUDIES OPEC AS AN ORGANIZATION MIGHT BE COMMISSIONING. HE EMPHASIZED HOWEVER THAT CONSULTING FIRMS SHOULD SUPPLY THEIR LITERATURE TO OPEC HEADQUARTERS NOT ONLY FOR USE OF OPEC STAFF AND VISITING DELEGATIONS BUT ALSO FOR USE IN ANSWERING INQUIRIES FROM MEMBER COUNTRIES.

2. PER REFTEL (B), WE ARE TAKING NO FURTHER ACTION. EMBASSY HAS NOT RPT NOT WRITTEN TO DR. KHENE. ALTHOUGH UNLIKELY, IT IS OF COURSE NOW POSSIBLE HOWEVER THAT OPEC COULD SEIZE INITIATIVE IN ENCOURAGING A BAKER/GUTTMAN VISIT; HENCE DEPARTMENT'S LIMITED OFFICIAL USE

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PAGE 02 VIENNA 03237 101626Z

FURTHER ADVICE WOULD BE APPRECIATED. HUMES

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Message Attributes

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